

Ron Warfield Trucking, Inc.

5640 Railhead Avenue | Flagstaff, Arizona



Offering Memorandum



Asking Price:
\$3,100,000

Confidentiality and Disclaimer

This Offering Memorandum contains select information pertaining to the business, affairs and assets of the company known as Ron Warfield Trucking located at 5640 Railhead Avenue, Flagstaff, AZ 86004 (hereinafter the "Company").

This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Company. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Kelly and Call Commercial. The material is based in part upon information supplied by the Seller and in part upon financial information obtained by Kelly and Call Commercial from sources it deems reliable.

Neither Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections, form their own conclusions, and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum, you agree you will hold the contents confidential and will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Kelly and Call Commercial expressly reserve the right, at their sole discretion, to reject any

and all expressions of interest or offers to purchase the Company and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Company unless and until a written agreement for the purchase and sale of the Company has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of this Company or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Company including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Company, or information provided herein or in connection with the sale of the Company shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Kelly and Call Commercial or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Company.

This Offering Memorandum is deemed to represent the state of affairs of the Company currently, but does not represent or constitute an indication that there has been no change in the state of affairs of the Company since this Offering Memorandum was prepared.

Ron Warfield Trucking | Flagstaff, AZ

This well-established trucking company is strategically located near Interstate 40 and Interstate 17 in Flagstaff, Arizona. It operates with a fleet consisting of 13 company-owned Peterbilt trucks, over 13 dump trailers, 2 company pickup trucks, and an extensive inventory of parts to service the fleet of trucks and trailers. Serving both local and statewide clients, the business has recently enhanced its operations by adding two 2024 Peterbilt trucks (models 567 and 389) to the fleet, both of which come with full maintenance plans. Over the past 40 years, the owners have expanded the business from a single dump truck and trailer to its current impressive fleet. The company enjoys an excellent reputation within the Arizona market and has a skilled staff to help manage its operations.

Loyal and Diversified Client Base

The business has a loyal customer base, with some clients dating back over 20 years. Its current customer base spans multiple markets within Arizona, including Flagstaff, Phoenix, and Tucson. Historically, the company has served industries such as stone, masonry, rock, sand, mulch, and more. These longstanding clients continue to rely on the company due to its dedication to timely deliveries and exceptional service provided by the office staff and drivers.

Efficient Operations

In 2023, the business invested \$150,000 to hire an external consultant to streamline administrative processes and improve efficiency within its Accounts Receivable and Payable functions. This effort resulted in more efficient workflows and faster collections of Accounts Receivable. These improvements enhance operational effi-

ciency, optimize fuel usage, and improve overall management.

With additional yard capacity and robust operational systems in place, the business is well-positioned for expansion, enabling an increase in tractors, trailers, and owner-operators to meet growing demand.

Excellent location on Railhead Avenue

This business operates from an office and yard located on Railhead Ave in Flagstaff, AZ. The leased property provides approximately 4 acres of fully fenced yard space. The site includes two modular buildings which house the operations, accounting, and management staff. Additionally, an on-site shop provides approximately 2,000 square feet of workspace and parts storage.

The office buildings and the shop are business assets and can be relocated if necessary. The asking price includes \$375,000 allocated to the value of the office, shop, tools, and inventory. The lease, which runs through the end of 2025, is set at a gross rate of \$3,582 per month and can be renewed for the long term if desired.

Staff

The business currently employs 2 owners (salaried through the company), 2 office and administrative staff, 3 mechanics, and 12 drivers. Several office staff members and one driver have been with the company for over 15 years.

To ensure a smooth transition, the current owners are willing to provide up to six months of on-site training.

Business Summary

Ron Warfield Trucking Inventory as of 12/31/2024

YEAR	MAKE	MODEL	Est Value
1998	PETERBILT	379	\$40,000
2006	PETERBILT	379	\$85,000
2003	PETERBILT	379	\$65,000
2005	PETERBILT	379	\$70,000
1999	PETERBILT	379	\$50,000
2005	PETERBILT	379	\$65,000
2000	PETERBILT	379	\$60,000
2016	PETERBILT	367	\$200,000
2024	PETERBILT	567	Lease
2024	PETERBILT	389	Lease
2005	PETERBILT	379	\$70,000
2020	PETERBILT	389	\$150,000
1996	PETERBILT	378	\$35,000
2006	FORD	F-450	\$22,000
2021	DODGE	RAM 1500	\$55,000
2007	RANCO	STEEL END DUMP	\$30,000
1986	GRATDANE	DUMP BODY	\$12,000
2005	RANCO	STEEL END DUMP	\$27,000
2010	MAC MISER	ALUM END DUMP	\$50,000
2007	VANTAGE	ALUM END DUMP	\$35,000
2021	TRAVIS 39'	ALUM END DUMP	\$75,000
2021	TRAVIS 39'	ALUM END DUMP	\$75,000
2022	TRAVIS 39'	ALUM END DUMP	\$80,000
2022	TRAVIS 39'	ALUM END DUMP	\$80,000
2022	ARMOR LITE	ALUM END DUMP	\$80,000
2016	MAC MISER	ALUM END DUMP	\$50,000
2020	ARMOR LITE	ALUM END DUMP	\$75,000
2024	MAC	TRAILER	\$85,000
1985	GENERAL	BELLY DUMP	\$15,000
1997	RANCO	DUMP BODY	\$20,000
2013	RANCO	BODY DUMP	\$35,000
		FORK LIFT	\$10,000
	Total		\$1,813,000



FF & E List



Flagstaff, Arizona

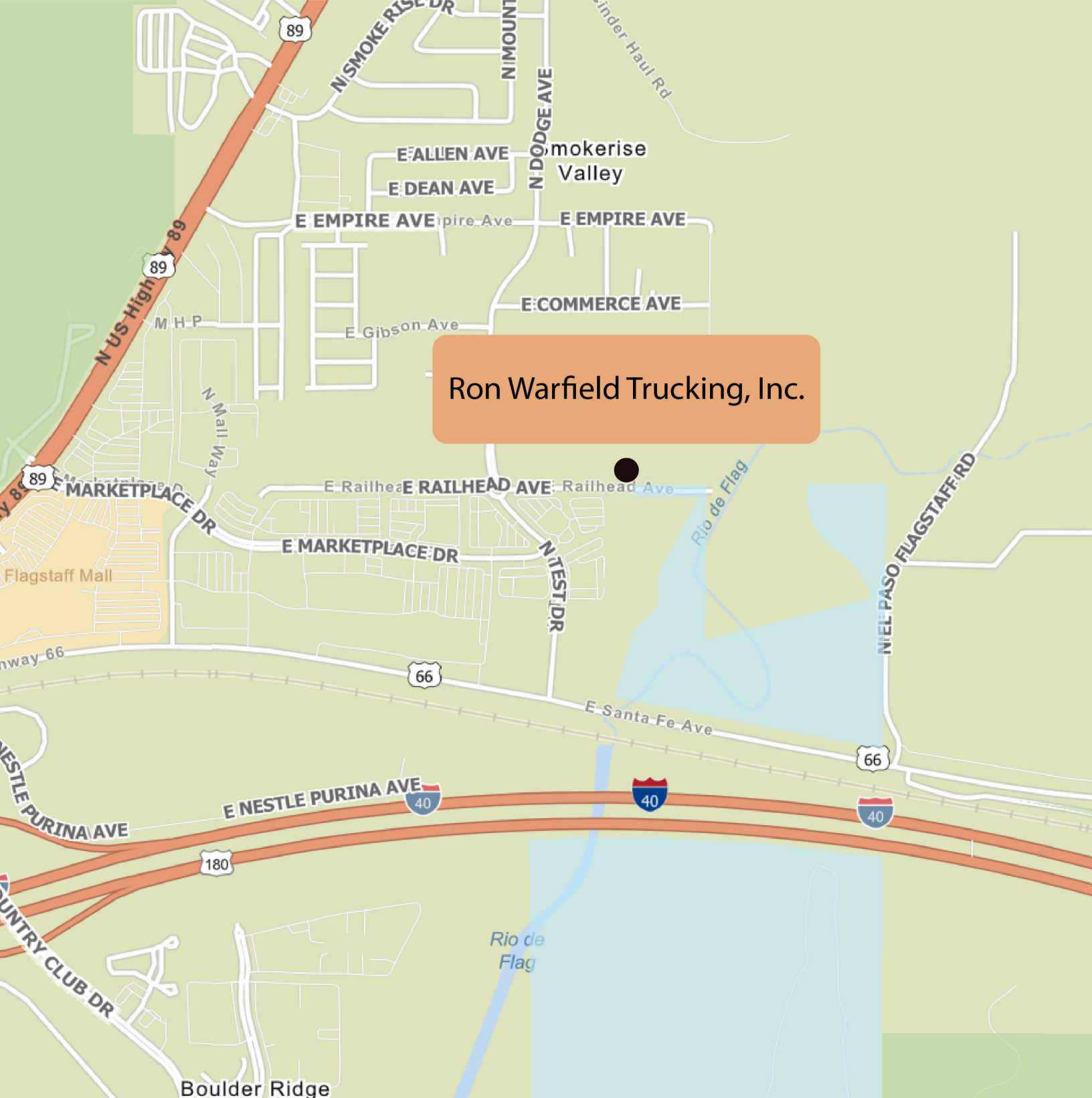
Flagstaff, nestled in the highlands of Arizona, is surrounded by the world's most extensive ponderosa pine forest. It's renowned as an all season tourist haven, offering a wealth of outdoor activities like camping, hiking, and biking amidst stunning fall foliage and winter wonderlands ideal for snow play and skiing. In the balmy summer, Flagstaff comes alive with outdoor festivals from June to October, featuring the Museum of Northern Arizona Heritage Festivals, which celebrate Native American and Latin cultures.

The community is also a college town focused on quality education, research and professional development with almost 30,000 students attending Northern Arizona University and 10,000 students attending Coconino Community College.

This is a unique opportunity to reside and work in the beautiful city of Flagstaff; a destination that draws visitors from across the state, nation, and globe to experience its iconic attractions. Flagstaff serves as the central gateway to Northern Arizona and the Grand Canyon National Park. The city's four distinct seasons, convenient location, and exceptional quality of life allure a diverse population of four million annual visitors and a substantial second homeowner contingent.

This thriving community mirrors a resort environment, encompassing local families, vacation rentals, the broader Northern Arizona regional market, and second homes from various backgrounds, providing a strong customer base for commercial enterprises.

Market Summary



Ron Warfield Trucking, Inc.

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